

Zaptec powers adventure

→ Q2 2025

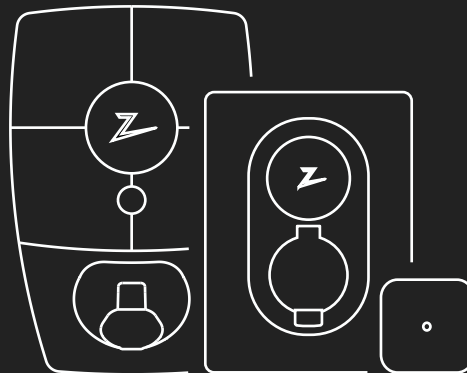
Financial results

August 20th 2025



Delivering according to plan

- 1 Increased revenue, gross margin and EBITDA
- 2 Strong order intake and solid backlog visibility
- 3 Scaling up new product deployment
- 4 Ramping up in major markets
- 5 Inventory approaching normalized level
- 6 Significant cash flow and strengthened liquidity



Financial highlights

Revenue

383

+13% vs. Q2 2024

Order intake

445

+30% vs. Q2 2024

Order backlog

567

+24% vs. Q2 2024

Gross margin

41%

vs. 39% vs. Q2 2024

OPEX

112

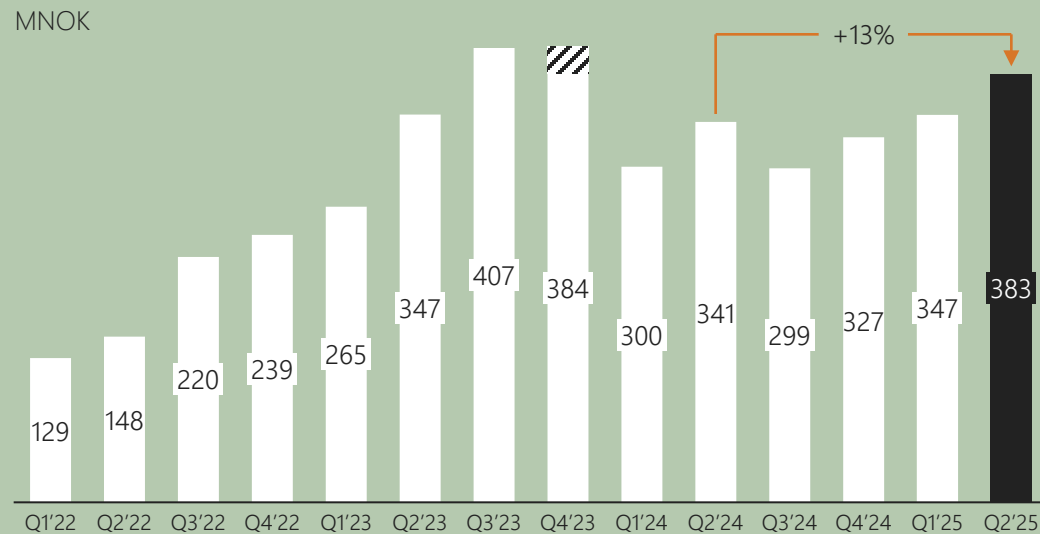
vs. 98 in Q2 2024

EBITDA

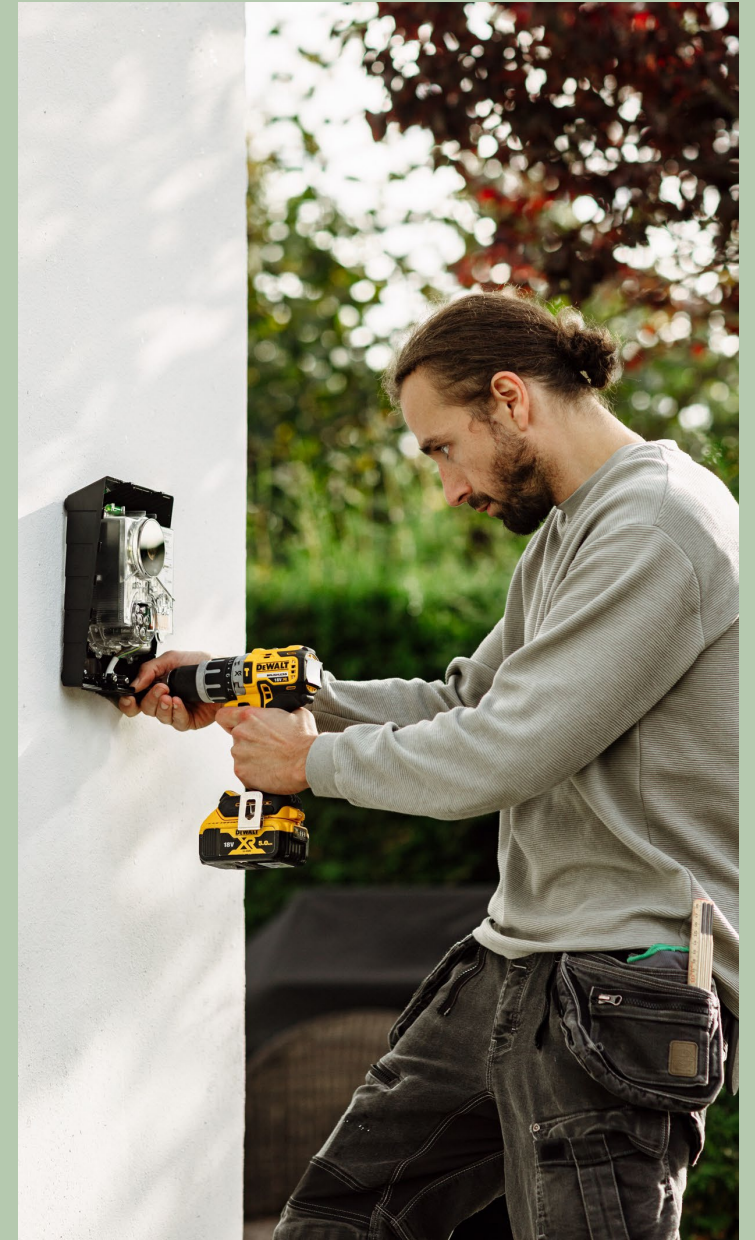
44

vs. 34 in Q2 2024

13% revenue growth in the second quarter

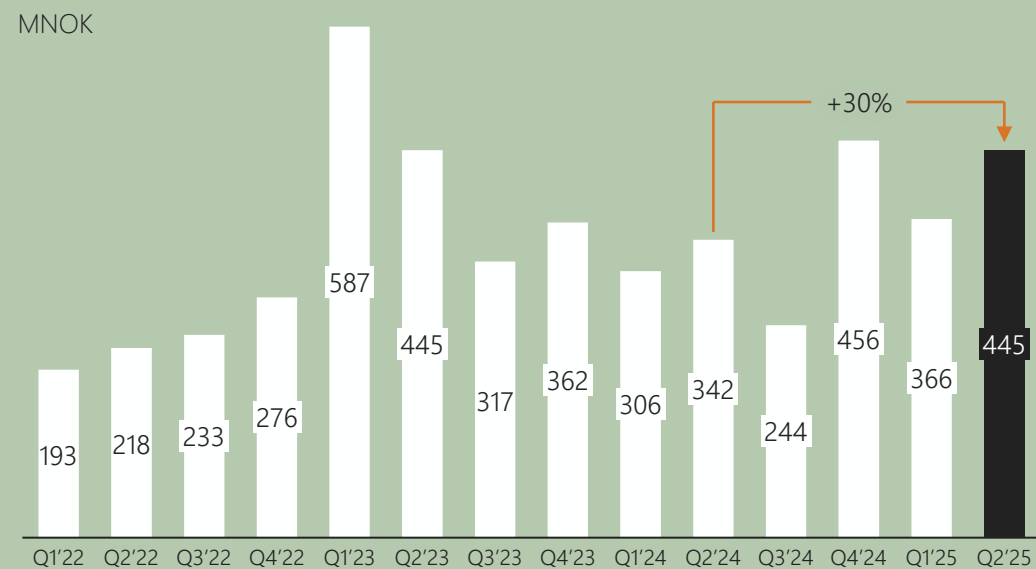


▨ 24 MNOK one-off financial revenue related to sale of non-core asset

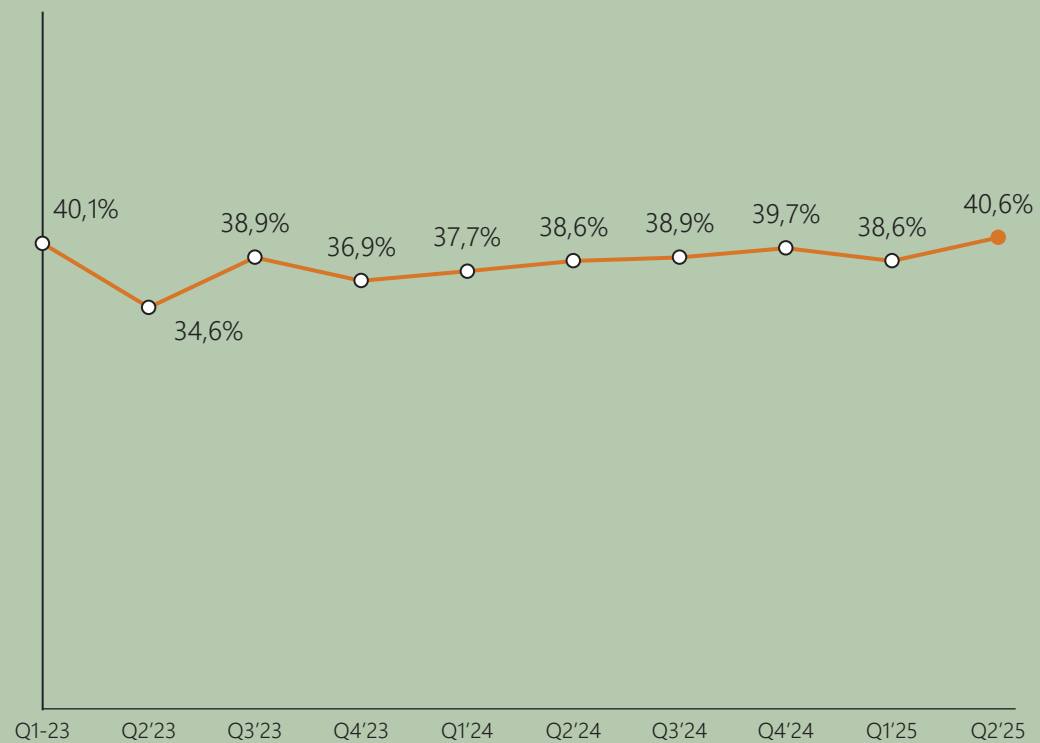


30% increase in order intake

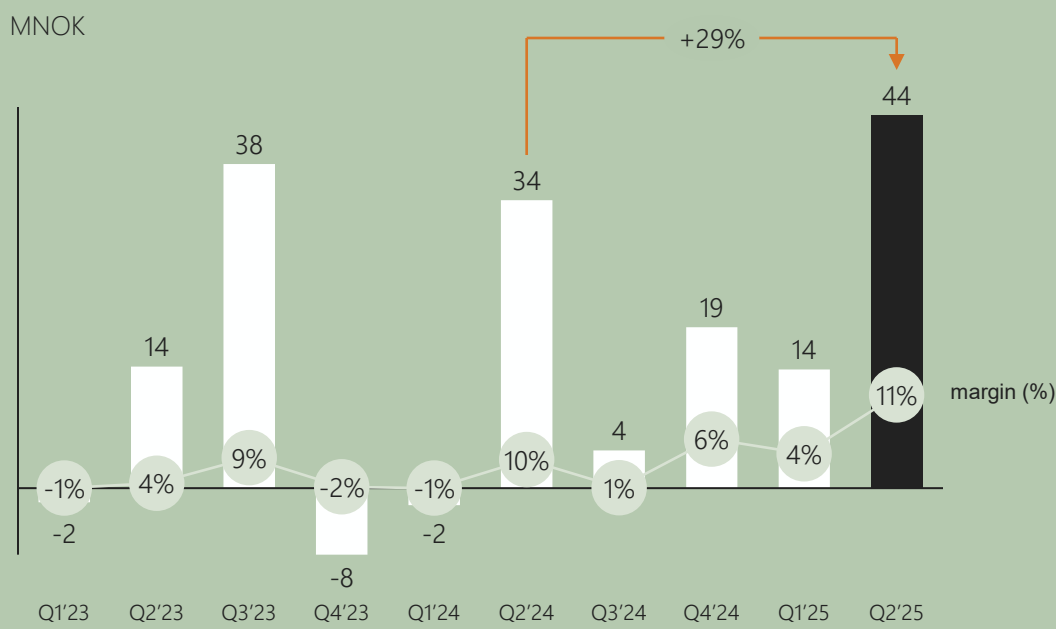
→ backlog of 567 MNOK at the end of the quarter



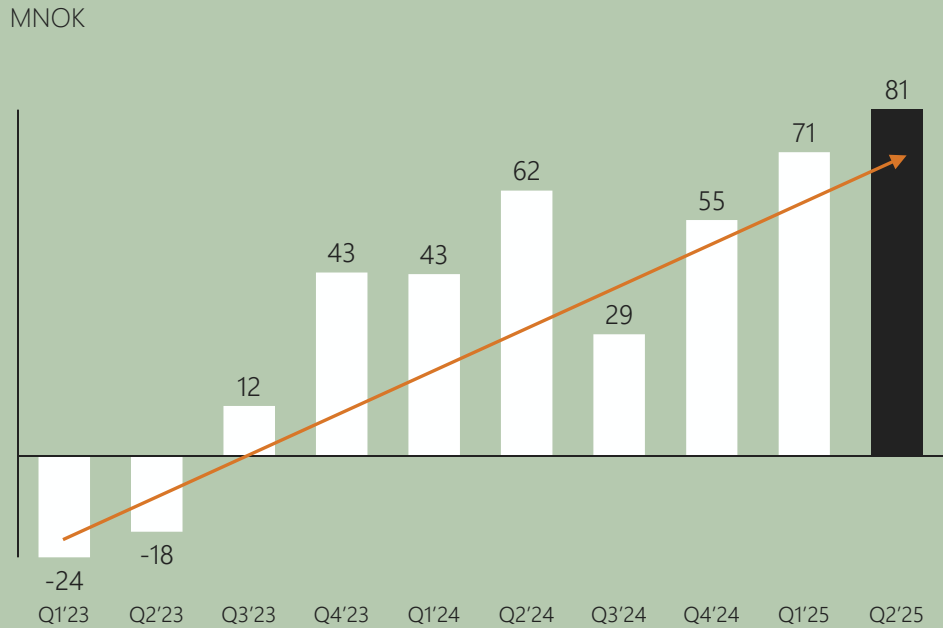
Improved gross margin



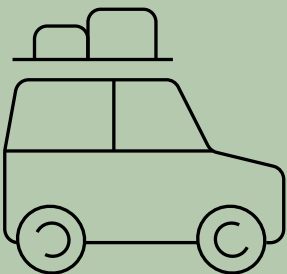
All time high quarterly EBITDA



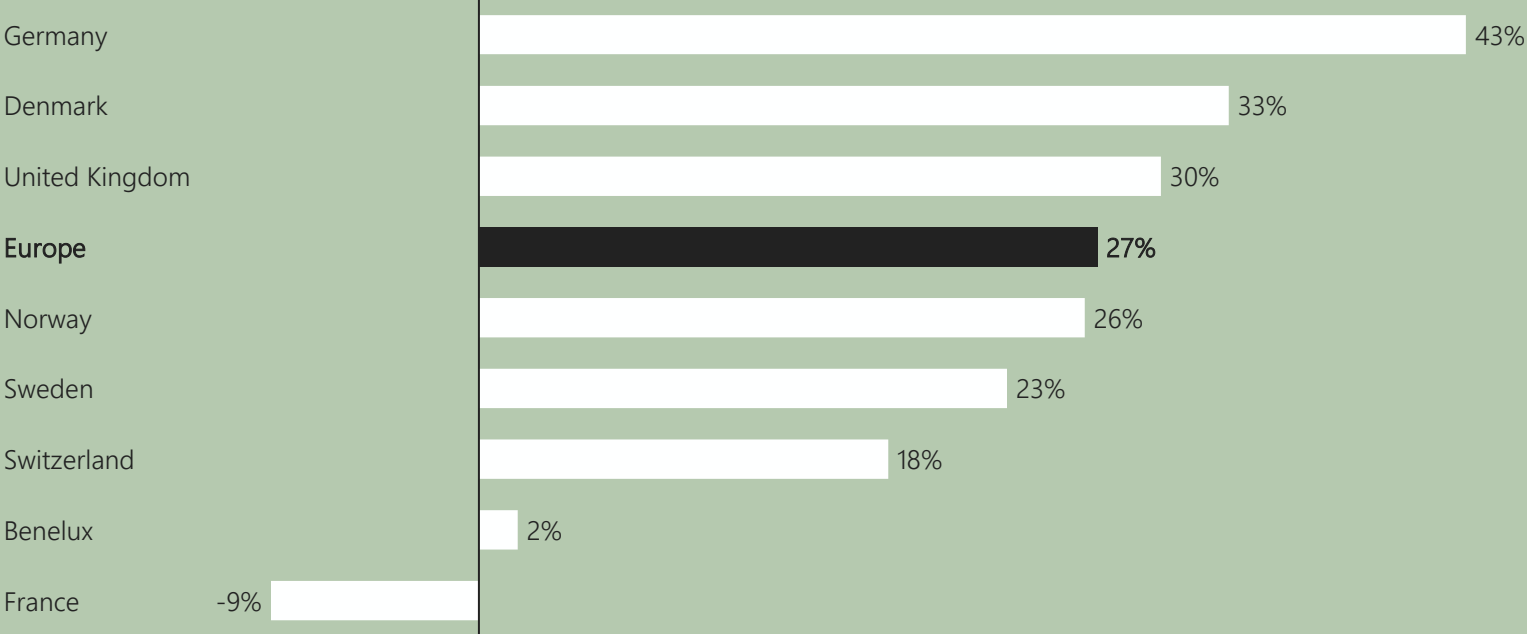
LTM EBITDA demonstrates steady progress



EV market continues to strengthen



Plug-in vehicle sales Q2 2025 vs Q2 2024 (%)



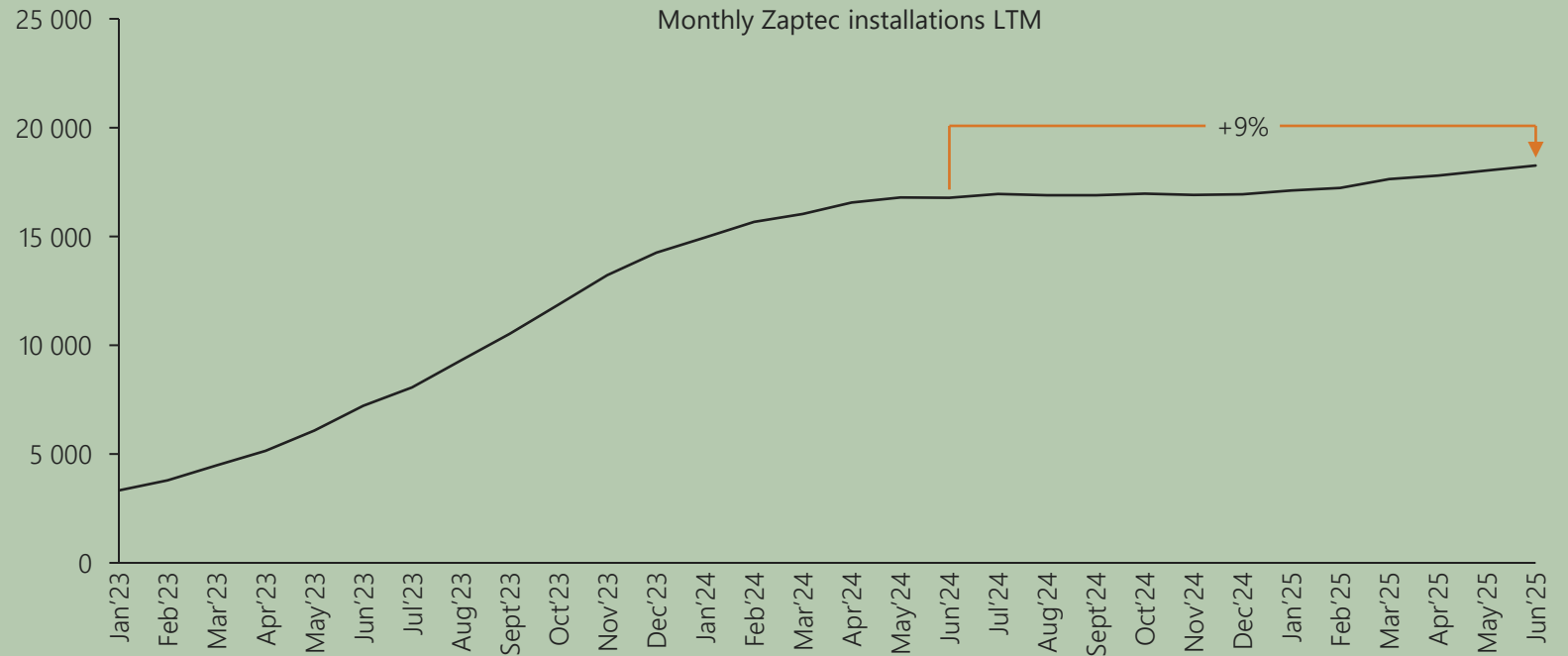
Executing the strategy



Executing the strategy

1. Build on success in core markets →
2. Accelerate rollout of new products
3. Expand in major markets
4. Optimize cash flow

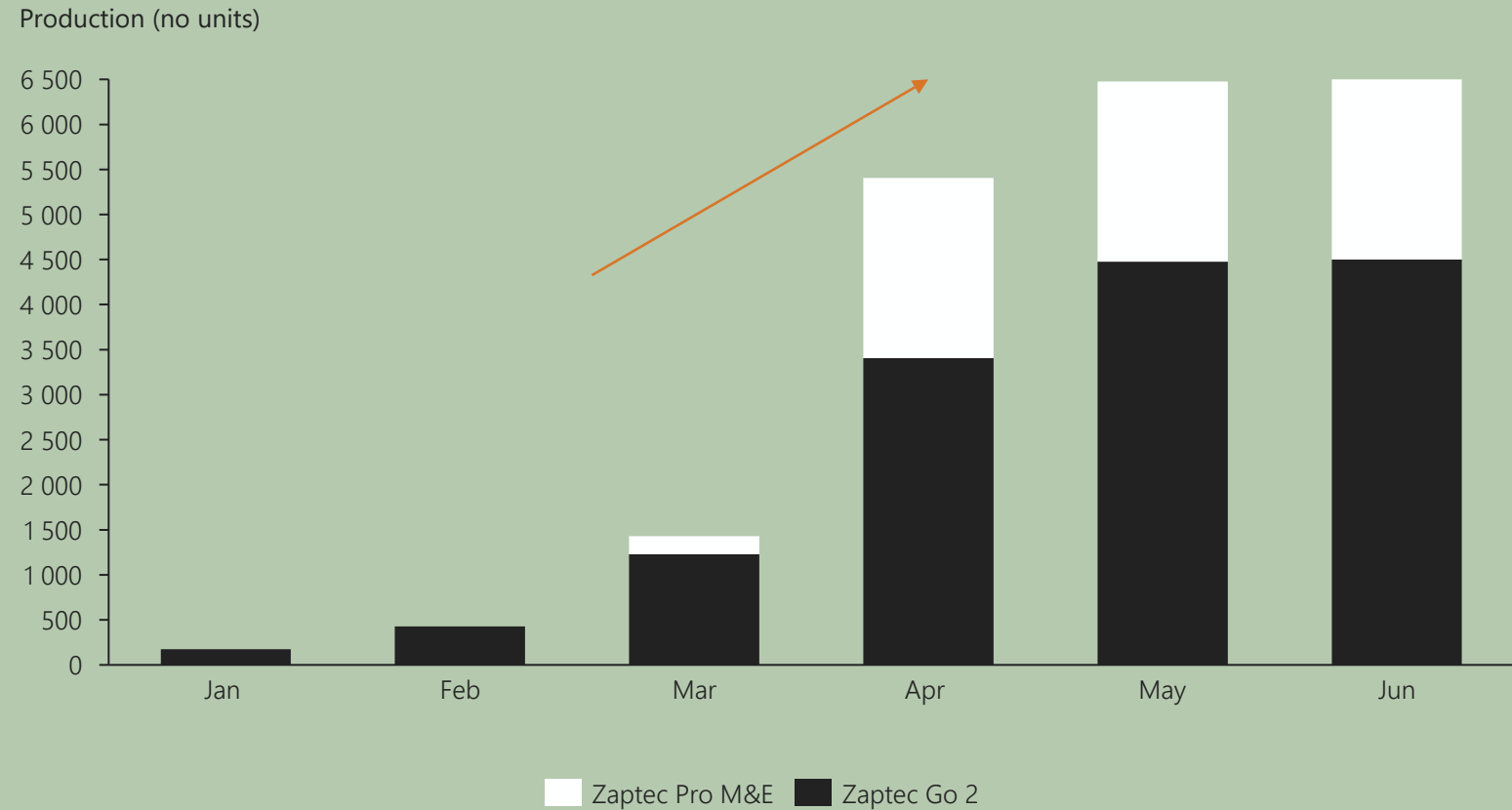
Rising installation rates



Executing the strategy

1. Build on success in core markets
2. **Accelerate rollout of new products** →
3. Expand in major markets
4. Optimize cash flow

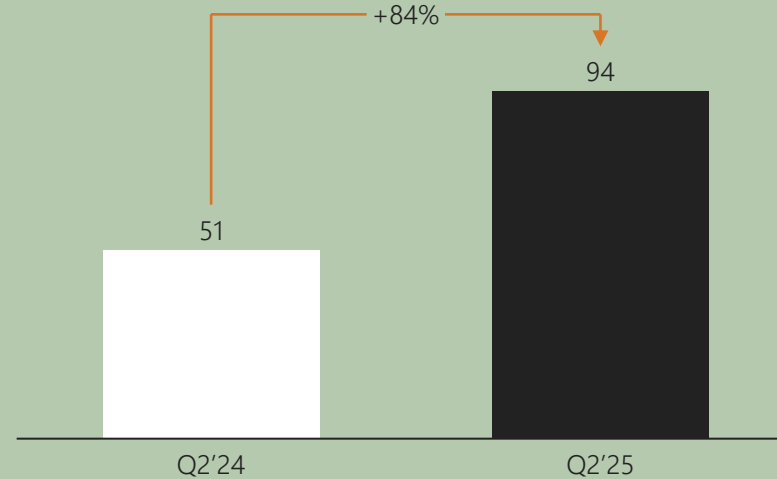
Production ramp-up according to plan



Executing the strategy

1. Build on success in core markets
2. Accelerate rollout of new products
3. **Expand in major markets →**
4. Optimize cash flow

84% growth and building for the future with new partnerships



Revenue, MNOK

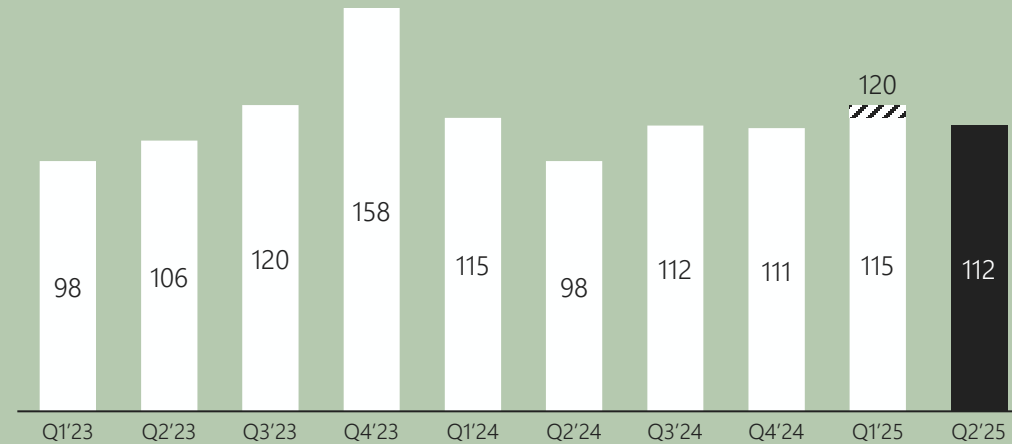


Executing the strategy

1. Build on success in core markets
2. Accelerate rollout of new products
3. Expand in major markets
4. Optimize cash flow →

Controlled Opex enabling focused investment in growth and innovation

MNOK

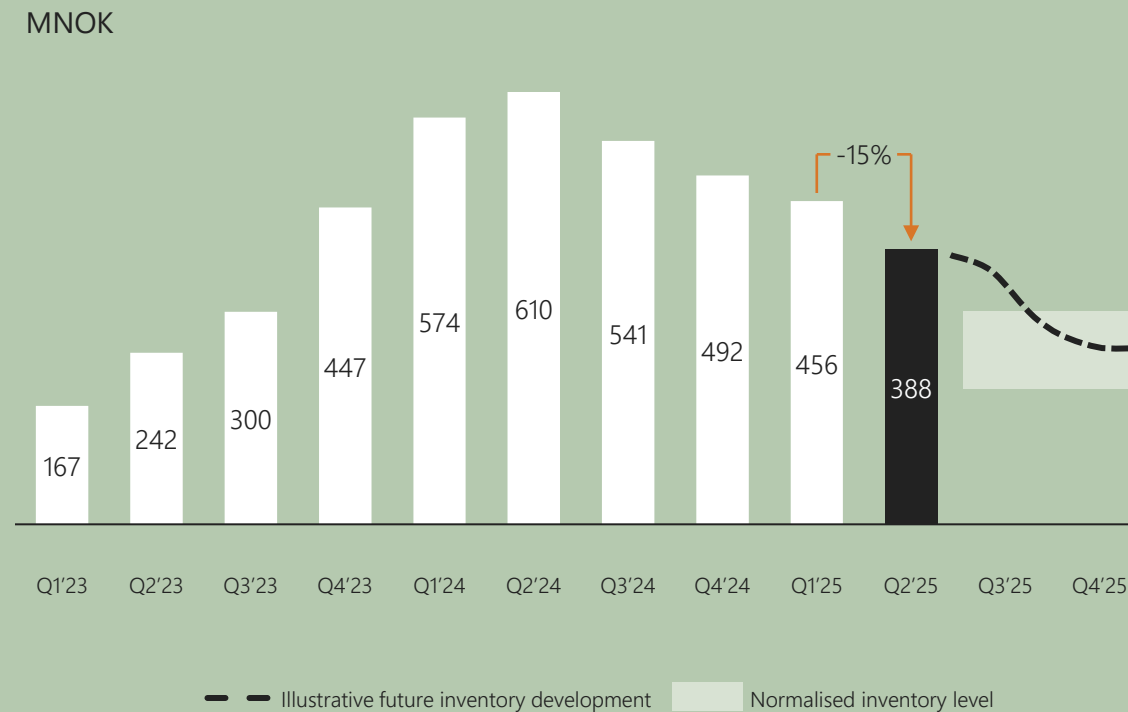


5 MNOK one-off cost related to 25% headcount reduction in marketing

Executing the strategy

1. Build on success in core markets
2. Accelerate rollout of new products
3. Expand in major markets
4. Optimize cash flow →

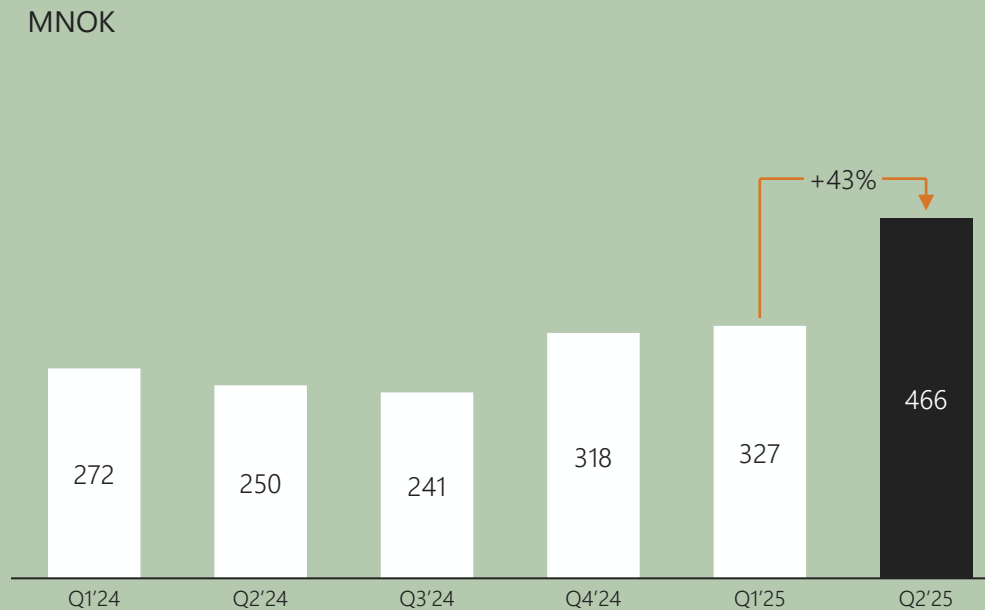
Inventory down 68 MNOK, approaching target level



Executing the strategy

1. Build on success in core markets
2. Accelerate rollout of new products
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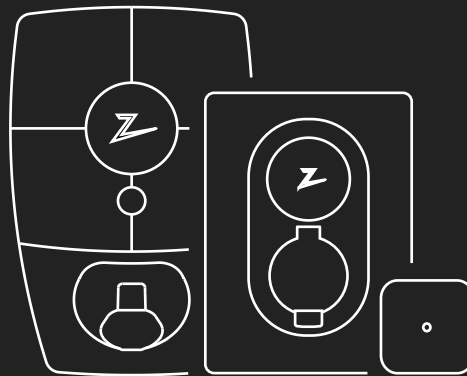
Significant cash flow added 139 MNOK in liquidity



Available liquidity includes cash, cash equivalents and undrawn overdraft facility

Q2 summary

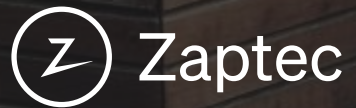
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- Strong order intake and solid backlog visibility
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Outlook

- European EV market growth expected to continue
- Zaptec maintains a solid position in core markets
- Robust order backlog provides operational stability
- Momentum building in Benelux, UK, France and Germany
- Continued outlook for profitable growth





Disclaimer
This presentation contains statements relating to our future business and/or results, which includes certain projections and business trends that are “forward-looking.” Forward-looking statements do not guarantee future performance and involve risks and uncertainties. Actual results may differ materially from projected results/pro forma results as a result of certain risks and uncertainties. Reference is made to the “Disclaimer – forward-looking statements” in the quarterly report published together with this presentation, which applies similarly to the forward-looking statements herein.